

Transactions up, value unchanged for livestock "north of the border"

Although the volume of Canadian livestock transactions last year rose 11% over 1979, the value of the 1980 marketings was virtually unchanged from '79, according to an annual study done for Livestock Marketing Assn. (LMA).

The volume of Canadian marketing transactions last year—including cattle, calves, sheep, lambs, hogs and pigs—was 22.4 million head compared with 20.2 million head in 1979. The value of those transactions, however, was \$6.65 billion, down slightly from 1979's \$6.74 billion. The figures are in Canadian dollars.

Coupled with previously announced U.S. figures, the volume total for both countries last year was 260.9 million head, up sharply from the 1979 figure of 249.6 million head.

After adjusting for the Canadian currency difference, the 1980 transaction value for the two countries

was \$68.7 billion in U.S. dollars, down from the 1979 total of \$61.1 billion.

LMA officials said the survey is unique in that it measures the livestock merchandising transaction, defined as each time there is a transfer of title in an head of livestock. By surveying marketing transactions, the Volume and Value survey provides a more realistic picture of commerce in an industry where livestock change ownership frequently, than by using traditional slaughter or inventory figures.

Animals sold more than once during the year are included as more than one transaction, and the value is the dollar total of all transactions.

Other highlights from the Canadian survey (value amounts are in Canadian dollars):

• Although the volume of cattle and calves stayed the same in 1979 and 1980, 7.4 million head, their value in

1980 dropped to \$4.34 billion, down from the 1979 figure of \$4.477 billion.

• Hog and pig volume jumped 17% in 1980, to 14.8 million head, from 12.6 million head in 1979. The value of those transactions, however, rose only slightly to \$1.26 billion from 1979's \$1.25 billion.

• The unchanged volume of sheep and lamb transactions, 200,000 head in both 1979 and 1980, was coupled with an increase in their 1980 value to \$17 million, from \$16 million in 1979.

The study is done for LMA by Allen Enterprises, Topeka, Kan.



CHAIRMAN — Albert Hoeme, a cattle feeder from Scott City, Neb., has been elected chairman of the Kansas Livestock Assn.'s Cattle Feeders Council. He succeeds Don Smith of Tribune and was elected to the position at the recent KLA Cattle Feeders Conference.

Feeders told to hedge costs

Cattle feeders must become risk managers rather than speculators or there will be many feedyards for sale during the next year, Raymond Dalio, president of the Bridgewater Associates Inc., said recently.

Reports CNS, Dalio told the Kansas Livestock Assn. Annual Cattle Feeders Conference that cattlemen must adopt the type of business fundamentals utilized by the grain companies. If cattle feeders do not adopt new business tactics, major grain companies will buy feedyards at low prices and pay for them in two "turns" of cattle on feed.

Dalio said cattle feeders should replace losses with profits by looking in a positive basis on feeder cattle, grain and slaughter

cattle by hedging on the futures market.

"There is no justification to feed cattle and hope for a rally," he said.

If cattle feeders optimize margins, then slaughter cattle price fluctuations will not hurt them, Dalio said. Negative profit margins are the norm in cattle feeding, he said.

Dalio said the key is to look at feeder cattle, grain and slaughter cattle bases separately, when most cattlemen, however, keep acting as if they have never heard the word "slowdown." Continuing a trend that began last year, most states had an increase in the size of their beef cow herds from July 1980 to July 1981.

Twenty-one states increased numbers of beef cows while only nineteen showed declines. The continued increase in beef cow numbers is a grim reminder that most cow-calf producers have not yet felt the full effect of lower calf prices.

Comments

Lack of profit on fed cattle is contributing to softer demand, prices and income from the nation's calf crop. The nation's stockman, however, keep acting as if they have never heard the word "slowdown." Continuing a trend that began last year, most states had an increase in the size of their beef cow herds from July 1980 to July 1981.

True, the rate of expansion in beef cow numbers slowed significantly from the 6% increase noted from July 1979 to July 1980. This year's 2% increase is more in line with a normal cyclical buildup, notes livestock economists with the Western Livestock Marketing Information Project. Still, they observe, stockmen need to observe the beef cow expansion rate with caution.

Historically, increases of 2-3% yearly in the nation's beef cow herd have been absorbed with little problems; however, increases much over 2-2.5% have resulted in over expansion and eventually lower prices.

Cow slaughter for the first half of 1981 was 10% above the same period last year. For the year as a whole, 1981 cow kill is expected to be around 6.6 million. This would be up 300,000 from the 1980 level, but still a substantial decline from the record 11.6 million cows killed in 1975. The average rate of cow kill in the 1980s was 6.4 million and in the 1970s 7.9 million.

Changes to cow numbers originate from two sources—cow kill and replacement heifers entering the cow herd. If 1981 cow kill is up from the 1980 level, any increase in (total) cow numbers will be the result of stockmen decisions concerning heifer replacement.

How many heifers stockmen actually keep depends on range conditions, supplies of hay and other forage, calf and yearling prices. But there are more fundamental influences—namely, real income on the ranch have been stagnant and interest rates have soared again to demand-crunching levels. This means that without significant growth in consumer demand for beef, stockmen will be hard pressed to profit from adding replacement heifers to the cow herd.

GLEN RICHARDSON

Swinging beef use to decline by 1983

Swinging beef will account for only an estimated 8% of the total fresh and frozen beef tannage received by retailers in 1983, according to a beef distribution survey published in the August issue of Supermarket Business.

Reports CNS, in 1980, sides, hindquarters and forequarters totaled 13% of the beef received by stores compared with 14% a year earlier.

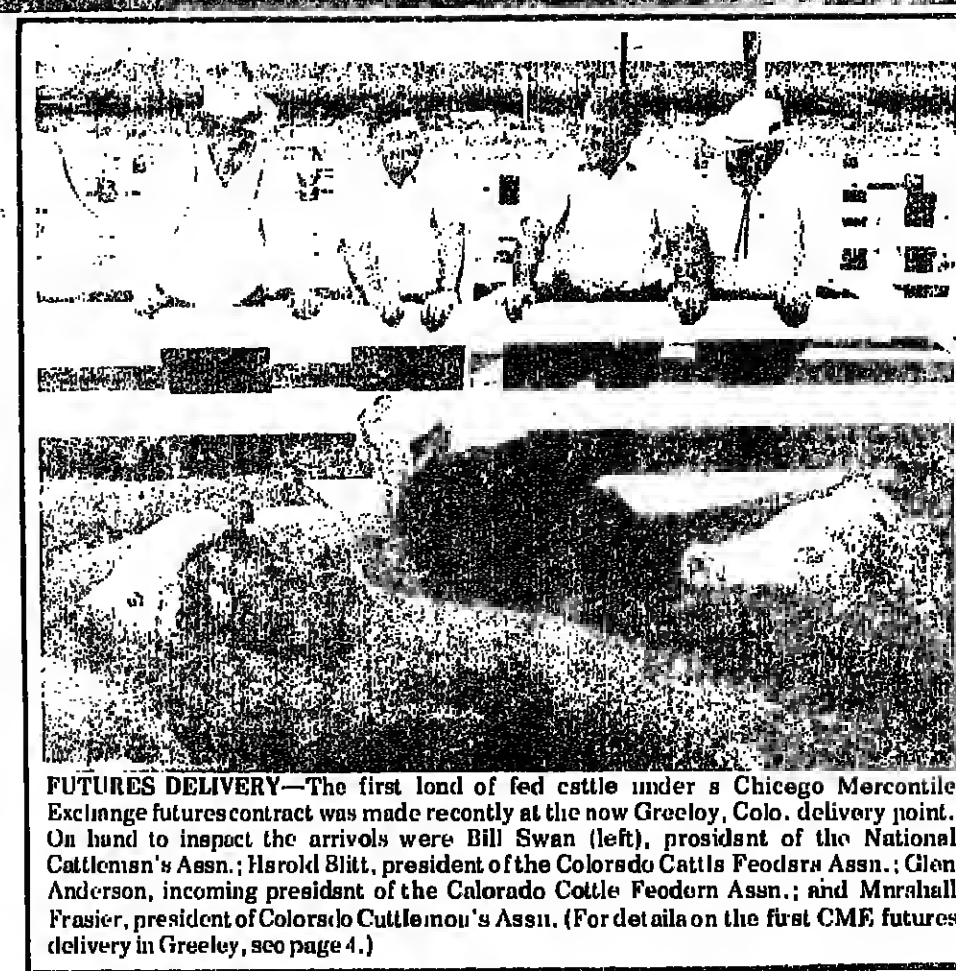
Filling the void will be boneless subprimals estimated to be 28% in 1983, up from 21% in 1979, the survey showed. This will result in a decrease in the higher primal cuts the stores receive, from 29% in 1979 to 23% in 1983, the survey showed.

"Consumer-sized" retail cuts received by the stores are expected to increase from 1% in 1979 to 2% in

1983. Already-ground beef also is expected to increase from 17% in 1979 to 20% in 1983.

By 1983, 46% of retailers' fresh and frozen beef tannage is expected to come from store-owned meat warehouses, compared with 36% in 1979. This will result in a decrease in meat coming directly from meat packers, from 39% in 1979 to an estimated 34% in 1983. Store-owned fabrication facility deliveries are expected to decrease from 18% in 1979 to 17% in 1983, while meat received from breakers or purveyors also is expected to decline from 6% in 1979 to 3% in 1983.

Total fresh beef tannage is expected to increase from 92% in 1979 to 93% in 1983, while frozen beef tannage is expected to decrease from 7% in 1979 to 6% in 1983, the survey showed.



FUTURES DELIVERY—The first load of fed cattle under a Chicago Mercantile Exchange futures contract was made recently at the new Greeley, Colo. delivery point. On hand to inspect the arrivals were Bill Swan (left), president of the National Cattlemen's Assn.; Harold Blatt, president of the Colorado Cattle Feeders Assn.; Glen Anderson, incoming president of the Colorado Cattle Feeders Assn.; and Marshall Frasier, president of Colorado Cattlemen's Assn. (For details on the first CME futures delivery in Greeley, see page 4.)

Make branding season work double-time, says specialist

"Calves will be worth more on the market if they are properly branded, castrated, vaccinated and implanted during branding season," said Mel Kirkels, extension animal husbandman of North Dakota State University, Fargo. "An additional practice at branding time is the use of growth stimulants which are used for more efficient production of beef."

Growth stimulating implants are economical to use and require only modest skill. They can be used on calves of any age and will increase rate of gain as well as improve efficiency of gain. "More producers need to take advantage of this opportunity to increase marketable pounds," Kirkels explained.

Implanting is a fast easy procedure, but a proper implanting technique cannot be stressed enough. A sharp needle should be used and the proper implant site should be selected. The implant should be placed between the skin and cartilage on the back side of the ear. If the implant is accidentally embedded in the skin, poor absorption will occur. Implants should be placed anywhere from one to two inches from the base of the ear depending on which product is used.

The needle should be inserted under the skin and then pulled back 1/4 of an inch to create a pocket. As the implant is being inserted, the implant gun should be pulled back to allow a slight spacing of the pellets. This will insure that the pellets will not be crushed during implanting. Producers should observe label directions and withdrawal regulations as implants should not be used in breeding animals as replacement heifers and bulls will have their breeding performance impaired if they are implanted.

Growth implants can be used on grazing yearling steers or feedlot steers and heifers as well as suckling calves with a few exceptions. Implants should not be used in improved and efficient

Another practice used on calves involving a needle is vaccination. Vaccination is a type of preventive medicine which can control certain diseases, however sanitation and good management practices must accompany vaccination. Only fresh vaccines and bacterins should be used. The method of injection advised by the manufacturer or veterinarian should be followed. All syringes and needles should be thoroughly disinfected before use. The area to be injected should be cleaned with a strong antiseptic.

Buy vaccines only from sources maintaining refrigerated storage. Look at the expiration date before buying. In case of future use, keep vaccines cool and out of the sun and store them in the refrigerator until use.

Bull calves should also be castrated from a few weeks up to 6 months of age. If a bull calf is not castrated before 6 months, he may become staggy which is objectionable in the feeder and finished steer. A staggy appearance shows the appearance of a bull with a crest on his neck, heavier shoulders, masculine character and a more rugged head.



HIRE — Curtiss Breeding Industries Inc. has hired Ruth Pomarantz, a graduate of Michigan State University with dual majors in Animal Science and Dairy Science. Miss Pomarantz is a telephone sales representative at Curtiss headquarters for the Midwest and South

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Panelists address consensus at the 36th SCSA meeting

By CAROLYN J. HURST

"Our first priority must be to manage our natural resources for the protection of the soil itself," according to National Cattlemen's Assn. President Bill Swan speaking at the 36th annual Soil Conservation Society of America meeting in Spokane, Wash.

Swann, along with Idaho Governor John Evans; Roy Lett, executive assistant to the secretary of agriculture; and Bill Young, chief forester for the Ministry of Forests, British Columbia; were members of a panel focusing on "Building Consensus to Make Natural

Resource Policy." R. Neil Sampson, executive vice-president of the National Assn. of Conservation Districts moderated the panel.

"Those of us who make our living from renewable resources feel a deep responsibility to the land," Swan said. Too often decisions are made concerning public lands without consulting with the users of those who own neighboring land.

Natural resource policy should address the protection of the soil base, the protection of our country's food and fiber base and the protection of the nation's prime agricultural land, he

continued.

In order to maximize food and fiber production from our renewable resource base, Swan feels Congress should return all public lands not designated as

(Continued on page 4)

Shareholders accept IBP/Occidental merge

The merger of Iowa Beef Processors Inc. and Occidental Petroleum Corp. has been approved by stockholders of both companies at separate meetings reports CNS.

IBP will receive stock valued at about \$300 million and become a wholly owned subsidiary of Occidental. The merger plan was filed in Delaware, where IBP is incorporated.

IBP is the largest beef packer in the U.S., with 10 beef plants and one pork plant in seven states. Occidental is a California-based petroleum firm,

which recorded sales of \$6.5 billion in the six months ended June 30.

IBP Chief Executive Officer Robert Peterson called the merger "a widening of horizons for the meat industry." It provides unlimited potential for economies of scale as well as expanded sales of U.S. meat products overseas.

Occidental Board Chairman Armand Hammer told the Occidental shareholders meeting that the merger will create a company which "furnishes two of the world's most needed resources: energy and meat."

AMI seeks change in pre-market label

The American Meat Institute (AMI) has petitioned USDA for changes in the pre-market approval system for meat labels which it contends would make the system more efficient.

Reports CNS, the petition asks USDA to amend the label approval program by limiting the type of labels which must be submitted for pre-market approval to those on "new" products. The petition also sought establishment of a blanket or generic approval system for several categories of labels and to develop a speedy appeal procedure to settle government-industry label disputes.

The petition defines a new product as one for which a label has not previously been approved for use by the processor

seeking approval. This category generally would include cases in which the processor makes a major formula change in the product or the mandatory label information required on the product had been changed.

Under AMI's plan, labels for products other than those designated new would not have to be submitted for pre-market approval. However, processors of those products would have to provide copies of the label to their plant's inspector-in-charge and to USDA's Food Safety and Inspection Service before using it.

The AMI also proposed that USDA consider an approved label sketch as a final label if the label were approved in the form in

(Continued on page 4)

Lujan introduces water bill; pool allotments or raise limits

A bill recently introduced in the U.S. House of Representatives by Representative Manuel Lujan (R-N.M.), would establish two options for limiting the amount of a farmer's land that could receive federally subsidized irrigation water.

Reports CNS, the first of these two programs would maintain the current 180-acre limit per family member on the amount of land receiving subsidized water that an individual farm family could own.

However, under that program, farm families would be permitted to pool their subsidy acreage allotments into a single farming operation, which they could lease to a member of the pool or to a professional farm manager as long as individual ownership in that pooled acreage did not exceed the limit.

According to Lujan, this program would ensure that federally subsidized irrigation water would benefit a large number of family farms by enabling them to earn money from leasing

their ownership allotments. Under the second program, a farmer could obtain subsidized irrigation water on up to 960 acres, regardless of whether the farmer owned the land or leased it from others. In exchange for the larger irrigation subsidy entitlement, the farmer would have to pay the full cost on any water he used on land exceeding the 960-acre limit.

According to a Lujan aide, the administration basically supports the concept of Lujan's bill but would prefer a few minor amendments that are under discussion.

Interior Secretary James Watt reportedly would prefer a limit on the amount of land eligible for subsidized water smaller than the 960-acre limit proposed in the second plan. Watt is known to favor a system that would introduce more market forces into the pricing mechanism for irrigation water.

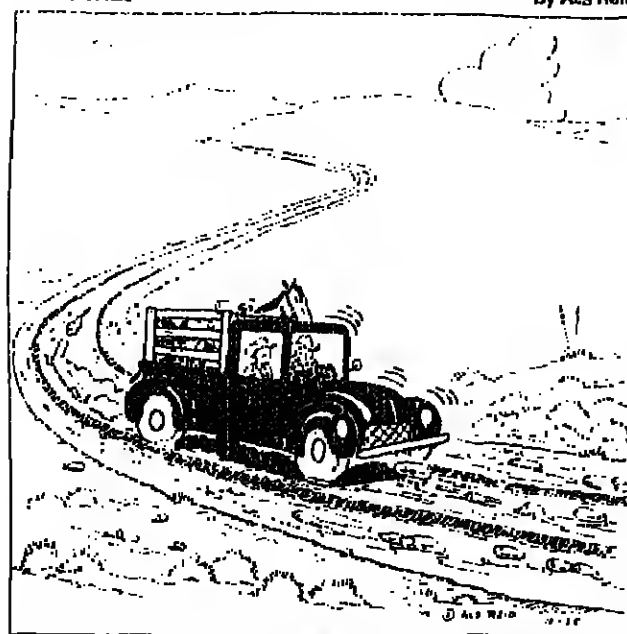
Current law sets a

180-acre limit per family member on the amount of land receiving subsidized irrigation water that an individual farm family is permitted to own. But that acreage limitation has never

(Continued on page 4)

NEWSPAPER (priority handling)

NEWSPAPER (priority handling)



"I ain't votin' for this commissioner agin', since he's been in office I've lost all my hub cap, I'm all three mufles and knocked two holes in my gas tank!"

Hereford cattle played role in building Texas Panhandle

By LEE PITTS
Charles Goodnight first traveled through the Panhandle of Texas at age 19 on his way to find gold in California. He got as far as Colorado where a raging river stopped him. It was in Colorado where he had his first experience at going broke in the cattle business. After that episode in his young life he drove 1800 head into the Palo Duro Canyon south of Amarillo and eventually built an empire of over a million acres and 100,000 head of cattle. The trail he rode on that first trek became the Goodnight Trail which has been immortalized in book and song. The ranching empire he established has never been duplicated.

Hereford cattle played a big role in building the Texas Panhandle into one of the great cattle producing areas, so it was fitting that over 200 members of the Texas Hereford Assn. visited ranches in the area on their most recent tour.

At the Hedgecock Cattle Company, Hereford enthusiasts got to see the two story home built by Charles Goodnight in 1887. The family that presently owns the ranch purchased the 57,000 acre spread from an insurance company who foreclosed on Goodnight because of his indebtedness.

Adjoining the Hedgecock Cattle Company is the J.A. Ranch. This ranch got its name from John Adair who was the partner of Goodnight for ten years. It was with Adair's money and Goodnight's knowledge of cattle that the huge ranching empire on both sides of the Palo Duro was put together. After John Adair died his wife took over the reins of the ranch and she imported Herefords from England. Today, 1500 cows, descendants of those first Herefords and the lady that purchased them roam the J.A.

Lawrence Hagy's Bitter Creek Ranch, or at least 39,000 acres of it, was originally a horse pasture for the J.A. A horse pasture that today accommodates 1200 commercial Herefords. There are still top working horses raised on the ranch and the J.A. guests were able to see plenty of good horseflesh throughout the two day journey.

The next stop on the tour was the Coldwater Cattle Company. Lee Blivins started buying land in Texas and New Mexico at the turn of the century and when he died his 600,000 acres of

land was recognized as the largest individual cattle operation in the world. The natural gas deposits on his land also resulted in his owning the largest proven gas acreage in the United States at the time. Many of the ranches put together by those early pioneers have now proven timely investments. On the Sneed Ranch a gas well was drilled in 1923, that blew wild for several months before it could even be controlled.

An old Diamond Shamrock gas pump and a hamburger stand had the Hereford enthusiasts a little puzzled at the Dunn Ranch. J. Harold Dunn leases this 22,000 acre ranch. He was a favorite among the travelers. It seems his paid his way through college selling hamburgers out of that old

forbs in Heppy. Hess Herefords in McLennan and Conkright and Son in Hereford. All of these ranches have longtime ties to the Hereford industry. Hess Herefords traces back to 1899. Happy Herefords to 1906. Barlier Ranch to 1906 and Conkright to 1934. The ranches, with their pioneer traditions each feature modern breeding programs and several of the commercial ranches visited on the tour were using hulls from one or all of these purebred operations.

Most of the tour guests were horse enthusiasts and the visit to Urschel's 3 Bar D Ranch was a tour highlight. Pie in the Sky, the winner of the 1979 All American Futurity, stands there to a brood mare band that includes Poesum Jet,



VETERINARIAN—Dale Barber was a featured speaker at the recent Texas Hereford Assn. tour. Barber is also a practicing vet. (Staff photo by Lee Pitts)

stand. And the Shamrock gas pump? It is said that in 1937, when Harold Dunn went to work for the Shamrock Company it was in trouble and about to go under. He is credited with saving the company and building it into an industry giant.

Although, all of the commercial ranches visited were breeding Herefords none was more vocal in support of the breed than Bud Brainerd. There are 3000 cows on the Brainerd place and all of them are straightbred Herefords.

Bud's father established the ranch and there has never been anything but a Hereford bull used on the place. Most of the ranches visited on the tour have been in the same family for generations. Originally, most trace back to some adventurous Easterner setting out to find gold and ending up finding it in the grasslands of the Panhandle.

Four purebred operations were also visited on the tour. The Barber ranch in Channing, Heppy Here-

ford in Heppy, Hess Herefords in McLennan and Conkright and Son in Hereford. All of these ranches have longtime ties to the Hereford industry. Hess Herefords traces back to 1899. Happy Herefords to 1906. Barlier Ranch to 1906 and Conkright to 1934. The ranches, with their pioneer traditions each feature modern breeding programs and several of the commercial ranches visited on the tour were using hulls from one or all of these purebred operations.

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GOODNIGHT HOME—Members of the Texas Hereford Assn. tour got a glimpse of the home the Charles Goodnight built in the town that now bears his name. The house is now part of the Hedgecock Cattle Co. (Staff photo by Lee Pitts)

Corps outlines its permit regulations

People planning to excavate, fill or construct in a stream, river, lake or wetland should be aware that a Department of Army permit may be required.

The following construction in a navigable water may be subject to Section 10 of the River and Harbor Act of 1890: boat docks and ramps, bank protection, power lines, excavation, filling and seawalls.

The following construction in all watersways, lakes or wetlands could fall under the jurisdiction of Section 404 of the Clean Water Act: site development, fills, road fills, dunes and dikes, artificial islands, property protection devices like riprap, seawalls, breakwaters, fills for beach protection, levees, and back fills.

For more information write to Omaha District, P.O. Box 5, Omaha, Neb. 68101; or call toll free in Nebraska 800-642-8268; all other states 800-228-6242.

Japan's imports of forage decline

A recent slowdown in Japanese livestock production has reduced the nation's foreign imports, the U.S. agricultural attaché office in Tokyo said, reports UCN.

Alfalfa meal pellet imports were down 23% during the first six months of 1981 and beet pulp imports were down 18%, according to a recent report made available.

The report noted that alfalfa meal pellet imports have been offset by increased imports of Chinese leaf meal pellets.

In reaction to overall steadily increasing cattle herds, Japan's forage demand has been rising. However, recent dairy surpluses forced the government and industry to limit expansion of dairy herds.

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EUTON'S NOTE: "Mind Your Ag Business" appears in WLJ the third week of every month. Martha Williams is the editor of Crow Publications, Inc.'s "Woman's Ag Business Review," a twice-monthly newsletter which focuses on economic, business, consumer and legislative concerns of interest to women in agriculture.

By MARTHA WILLIAMS

Dan the Bull into a false sense of security with the new tax law that's just been signed by the President. You still need to plan, and consider alternatives, depending on what your goals are for your operation. But, there's no doubt that the tax bill will be a little less painful over the next few years. Here are the basic changes:

There will be a 26% reduction in personal income tax over the next 33 months, starting this October 1. The top marginal rate drops from 70% to 50%. The capital gains top rate drops from 28% to 20% retroactive to June 9 of this year. Indexing to compensate for inflation will begin in 1985.

Corporate tax rates will decrease; for example, corporations earning less than \$25,000, 15% in 1982, 15% in 1983. The depreciation period on livestock, farm equipment, and single purpose buildings is reduced to five years.

Multiple use buildings will fall into the 16 year category. Investment credit can be taken for the full 10% for 5, 10 and 15 year property. You will be able to elect to use either the straight line method of depreciation or a declining balance. The declining balance will phase in over the next five years.

Other changes include a break for royalty holders who were hit by the windfall profits tax. In 1981 they'll get a \$2500 credit, in

1982-84 an exclusion of two barrels per day, and in 1985-86 a three-barrel per day exclusion. Subchapter S corporations will be slowed up to 25 shareholders beginning in 1982. And, the imputed interest rate is capped at 7% on installment sales of land to family members in amounts of \$500,000 or less.

Estate and Gift tax changes include an unlimited marital deduction beginning in 1982, and a phased exclusion that will reach \$600,000 by 1987. Gifts of \$10,000, plus medical payments and school tuition, can be passed tax free, beginning in 1982. There will be a rate reduction in the top rate only, from 70% to 50%, phased in over next four years.

There were some 23 amendments to the special farm use valuation provisions, and the test is now met if the operation has been farmed by any family member back to 1977. Other changes here include: present 16 year holding period cut to 10 years; \$750,000 reduction ceiling; social security; disability payment conflict eliminated; two-year grace period from date of death to "materially participate; effective back to Jan. 1, 1977; will be able to pull back in three years of gifts if it helps to qualify, but do not have to if it does not, effective in 1982; spouse is considered an "active manager."

Qualifying estates can elect to pay taxes on installment basis over a 15 year period, and the new law, if the closely held business comprises at least 35% (down from 65%) of the adjusted gross estate and 50% of the taxable estate.

This is a very brief overview of some aspects of the new law that have the potential of affecting your operation. Your accountant and lawyer will probably be hustling to look at all the details and advise you on what changes you may want to make to improve your profit picture and business planning. If you have questions, write to me, and I'll cover them in future columns.



DIAMOND SHAMROCK MAN—J. Harold Dunn spoke to members of the Texas Hereford Assn. tour. Mr. Dunn runs an extension commercial Hereford operation in the Texas Panhandle and was previously president of Diamond Shamrock Oil Co. (Staff photo by Lee Pitts)

NDSU scientist studies role testosterone has in females

Testosterone, which was at one time thought to be primarily of importance to the male as a hormone, is now known to play an important role in the development of ovarian follicles in the female. A follicle contains a germ cell which later, after it matures into an egg, is released and either is fertilized or it degenerates and disappears.

"Testosterone is changed to estradiol within the ovarian follicle where it causes growth of the follicle, increases receptors for pituitary hormones and triggers the release of gonadotrophin by direct action on the hsrin and pituitary," said Gary Williams, animal scientist from North Dakota State University, Fargo, at the 73rd annual meeting of the American Society of Animal Science held recently at North Carolina State University, Raleigh. The release of gonadotrophins is the primary starter of the heat cycle.

The purpose of the study at NDSU was to determine what relationship testosterone has to plasma levels of estradiol and other hormones throughout the

estrous (heat) cycle of the cow. Data suggests that plasma testosterone plays a functional role in controlling secretion of ovarian estradiol and ultimately the gonadotrophin surge in the cow. Large peaks of testosterone occurred during the middle of the heat cycle and were associated with peaks of estradiol about 67% of the time. Synchronization of estradiol and testosterone peaks appeared to decline during the follicular phase which is when the heat period is approaching.

A second objective of the study at NDSU was to determine the effect of testosterone injections on concentrations of estradiol and other reproductive hormones. If there is an increase in testosterone production by a growing follicle, there is usually an increase in testosterone production by a growing follicle, there is usually an increase in estradiol and both spill over into the blood. Injection of progesterone testosterone at a time when the corpus lutea regresses (just before the follicular phase) results in dramatic increases in blood

levels of estradiol. If testosterone is applied at a specific time the follicle will be able to utilize it (it can't until the corpus lutea is removed) and increase estradiol production. After testosterone injections, estradiol secretion far exceeded that usually noted during the normal heat cycle (5-10 fold increase).

"This is basic research and it is designed to understand the growth and hormone production by follicles in the cow," Williams said.

Single digit food inflation thru '82, says forecaster

Food price inflation is expected to stay below double digit levels in 1981 and 1982, according to a private economic forecaster.

Raymond Daniel, a vice president and agricultural economist for Chase Econometrics, said weak consumer demand and heavy meat supplies, prompted by high interest rates and expensive corn, are the two major factors undercutting food price increases. His projections were contained in a recent Chase food and agricultural outlook report, according to CNS.

During early July, wholesale beef prices were about 6% below a year earlier, Daniel said. High interest rates canceled a large part

of the planned expansion of cattle herds, which had been expected to reduce retail beef supplies 2 to 4%, he said.

Prospects for another large grain crop also have reduced grain costs from last year's drought levels, Daniel said. Substantial declines in coffee and sugar prices from a year earlier also were noted.

Increases this year in food prices were noted in pork, dairy products, peanuts, orange juice and potatoes. Increased processing, marketing and transportation costs also will play a part of overall increases, he said.

Some men fall in love with a dimple and marry the whole girl.

"Here's our personal invitation . . . for you to join WLJ's Southwest Ranch Study Tour, October 11-17, 1981"

Routing and Hotels
Oct. 11, Sunday El Paso - Roadway Inn
Oct. 12, 13, Monday & Tuesday Alpine - Sunday House and Ponderosa Motel

Oct. 14, Wednesday Carlsbad - Stevens Motel
Oct. 15, Thursday Roswell - Sully Port Inn
Oct. 16, Friday Ruidosa - Holiday Inn
Oct. 17, Saturday Return to El Paso

Ranch Visits and Touring:

SUNDAY, OCTOBER 11
Check-in and Registration at the Roadway Inn, El Paso, Texas. Located off Interstate 80, Optional Lunch and shopping in Juarez, Mexico. "Old Acquainted" cocktail party and dinner Sunday evening.

MONDAY, OCTOBER 12
Early 7:30 a.m. board air-conditioned buses for approximately three hour trip through Jar West Texas cattle country to lunch at Brits Ranch south of Marfa, then visiting cattle and horses on this historic ranch owned and operated by the White family. Early in the 1900s Mrs. White's father acquired his first and only Hereford seed stock from Cudgill & Simpson in Mesquite and from Curless Hereford in Kentucky. The descendants of these cattle have remained as a "blood herd" to this day. Finally that day, we'll inspect some cattle at the sole headquarters of the Hereford Ranch in Marfa, one of the country's oldest and continuing active regional Hereford associations. Dinner and rest night at Alpine, Texas.

TUESDAY, OCTOBER 13
A full day, departing from Alpine at 8:00 a.m. and visiting three ranches in the area. These include the 191 Ranch, Marfa, McKnight Ranch Co., Fort Davis, both of which raise commercial Hereford cattle, with the final ranch visit at Williams Ranch, Fort Stockton, where we'll view one of the largest and best herds of Brangus cattle to be seen anywhere.

WEDNESDAY, OCTOBER 14
8:00 a.m. departure, with last stop at Largest Hereford Show, Fort Davis. The Largent family has been among the most successful and widely known Hereford families in the cattle business. Russ Largent will be our host and he'll be showing some of his cattle as well as some draft horses that are being used on the ranch. Lunch follows at McElroy's and then out into the West Texas range country with a visit at McElroy Brothers, Toyah, Owner Earl McElroy was one of the first American ranchers to launch the Savory Grazing Method (which was first developed by Alan Savory in Africa), and in just a few years' time he had more than doubled his grazing capacity. The cattle have been McElroy's only source of income.

THURSDAY, OCTOBER 15
Late morning departure from Carlsbad will be 8:00 a.m. and the tour will lead to Carlsbad Cavern with lunch 7:00 p.m. underground. Following cavern at Beas Auerle Ranch, Roswell, N.M., home of the 30 million dollar syndicated Easy Jet, winner of the world's richest horse race, the All American Futurity in Ruidosa, Texas and 27 out of 28 runs as a two-year-old. Owners of this ranch include the legendary Hereford horseman and cattlemen, Walter Maric, Herbert Panhard and Leonard Seach, V.M. The ranch is managed by Joe Maric.

FRIDAY, OCTOBER 16
8:00 a.m. departure for drive to Diamond A Cattle Co. Brangus headquarters, Tinsley, Owner of the extensive Brangus cattle and program manager, O. Anderson, for many years executive officer and chairman of the board of ARCO Oil Company. Joe Mills will be our host at these beautiful headquarters. There is a real treat, lunch at Tinsley's Restaurant, one of the most beautiful and interesting restaurants in all the Southwest. The afternoon will be spent at another commercial and registered Brangus operation at the Bloch Ranch, north of Carlsbad, N.M. Mr. and Mrs. Nap Gansing will be our hosts. This night at the Holiday Inn, Ruidosa. Ruidosa is home for the All American Quarter Horse Futurity, high in the pie-covered New Mexico mountains and just adjacent to the Mesquite Apache Indian Reservation.

SATURDAY, OCTOBER 17
Depart 8:00 a.m. this morning for drive through Mesquite Apache Indian Reservation as our way to our last ranch stop at the trip which will be Harvey Hereford Ranch's summer headquarters at Glouster, Croft, Phil Harvey, Jr., and Wayne Griffin will be our hosts at this ranch. On our pre-tour trip last June Phil told us that he will give some history of the ranch and the setting of this year. In addition to the registered Herefords, there are also commercial cows and some of these have been bred to Simmentals.

Lunch will be served at Harvey Ranch prior to the return to El Paso.

Five and a half days of travel through the historic West of Texas and New Mexico—cattle country which most people have never seen before. On the Texas portion of this tour you'll be traveling in the highest area of this big state, elevations from 4,700 feet or more. Typically, it is wide open country that will carry a herd of cattle to the section or less. We'll see all kinds of operations and really all kinds of country.

While the tour library is loaded with ideas and information, there will be plenty of time for relaxation and fun with a grand group of stockmen and their families. . . . When like yourselves who are readers of this publication.

COUNT ME IN . . . OCTOBER 11-17, 1981—WLJ'S SOUTHWEST RANCH STUDY TOUR.

I understand the \$545.00 package price is per person based on double occupancy and includes all hotel accommodations and transportation from El Paso, Texas, following the route of the itinerary to return. Meals include all breakfasts and lunches. Dinners arranged Oct. 11, 12 and 13. Three dinners to own account.

Deposits in the amount of U.S. \$100 per person accepted prior to Aug. 21. Cancellations after Sept. 15 subject to a \$35.00 service fee.

Number of reservations: _____
Enclosed is full payment/deposit of \$ _____

NAME/S _____

RANCH/AGRI-BUSINESS NAME _____

ADDRESS _____ CITY _____

STATE _____ ZIP _____ TEL: AC _____ / _____

SIGNATURE/S _____

Please reserve room/s as indicated below:

Double occupancy: Twin Bedded room/s _____ No Preference _____

Single Room/s: _____ (Single rooms available at additional U.S. \$88.00)

Please reserve parking space/s in El Paso _____

Additional accommodations in El Paso required (to own account): _____

Oct. 10 _____ Oct. 18 _____

Juarez tour—\$18 per person • Sunday, Oct. 11 • 12:30 departure

* My signature on this application indicates acceptance of a waiver of liability/responsibility against Crow Publications, Inc.; Western Livestock Journal; Ranch Tour Hosts; and Industry World Surveys, Inc., for myself and members of my party.

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Coming Events

Aug. 16-23—Wyoming State Fair, Douglas, Wyo.
Aug. 17—North American Limb Foundation National Jr. Heifer Show, Des Moines, Iowa.
Aug. 21-30—Colorado State Fair, Pueblo, Colo.

Aug. 26-28—Brahmah-Cajino VII, Wharton, Texas.
Aug. 27—Colorado State Fair Jr. & Open Simmentel Show, Pueblo, Colo.

HORSE AUCTIONS
Aug. 22—Nordick Annual Fall Quarter Horse Sale, Limoni, Colo.
Aug. 28—Northern Riding Quarter Horse Assn. Sale, Yelm, Wash.
Aug. 29—Bible Quarter Horse Operation, Bozeman, Mont.

CATTLE AUCTIONS
Aug. 22—Clayton & Modelo Williams 4th Annual Brangus Sale, Alpine, Texas.
Aug. 29—Brahmah Sale, at Sals, Wharton, Texas.



BUILDING CONSENSUS—Panel members discussed consensus building in the area of natural resource policy at the 36th annual Soil Conservation Society of America meeting in Spokane, Wash. Pictured are R. Neil Sampson (left), panel moderator and executive vice-president of the National Aca. of Conservation Districts; Idaho Governor John Evans; Ray Lett, executive assistant to the secretary of agriculture; Bill Young, chief for the Ministry of Forests, British Columbia; and Bill Swan, president of National Cattlemen's Assn. (Staff photo by Carolyn J. Hurst)

Lujan introduces water bill

(Continued from page 1)

been enforced. In recent years, Congress has tried unsuccessfully to raise the 160-acre limitation imposed by the 1902 Reclamation Act because the U.S. Interior Department has come under court order to enforce that limit. If

that limit were not increased or in some way modified, Interior could conceivably be forced to break up large Western farming operations that rely on subsidized water.

The acreage limitation issue is of great economic importance to Western farmers and ranchers, many

of whom use irrigated lands for cotton and livestock feed production.

Lujan's bill also would repeal a provision of the 1902 act that requires a farmer to live within 50 miles of the land on which he received federally subsidized water.



MERIT AWARD—The National Junior Merit Award, the most prestigious award for a junior member of the American Polled Hereford Assn., was this year to Duncie Ohnemus, Milo, Iowa (left). He received the award at the 8th National Junior Polled Hereford Heifer Show and Forum in Hutchinson, Kan. Second place went to Joni Snapp, Westmoreland, Kan. (seated). Scott Torrance, Media, Ill., and J.D. Shanks, Mocksville, N.C., were co-winners of the third-place honors.

AMI seeks change in pre-market label

(Continued from page 1)

which it was submitted to FSIS with only minor modifications. USDA currently requires that all labels approved in sketch form be re-submitted in printed form for final approval.

According to AMI, the current label approval system under which processors must submit to USDA for review and approval all labels for new products as well as all modifications of approved labels is costly and inefficient. It said there was no evidence to indicate the system is more effective in preventing misbranding or misleading product information than the less rigid approaches adopted by the food and drug administration

FDA and the FTC.

AMI said the adoption of its proposals would exempt approximately 70% of all meat product labels from pre-market approval and would reduce meat industry expenditures for so-called "label expeditors." Expeditors are individuals hired by the industry to shepherd labels or sketches through the USDA approval process.

Deadline set for Exposition show

September 16 has been set as the entry deadline for the 37th annual Grand National Livestock Exposition, Rodeo and Horse Show Oct. 2-6, Nov. 1, at the San Francisco Cow Palace.

Panelists address consensus at the 36th CSA meeting

(Continued from page 1)

Idaho Governor John Evans said, "When formulating natural resource policy we must recognize that we're not managing the land, we're managing the people who utilize the land." Evans said a "spirit of compromise" must prevail throughout the policy formulation stage.

The Governor, who stated he has a keen interest in the Sagebrush controversy, said he predicted the rebellion would "burn itself out once we got the people involved communicating and working as partners."



Evans

Agricultural Secretary John Block's executive assistant, Ray Lett, told conferees that 1981 farm legislation did not address conservation because USDA needed time to review existing policies. That review has been completed, Lett said, and will be distributed on a

county-wide basis by the end of the month. This fall, Lett continued, recommended resource conservation act (RCA) will be published and submitted for public and Congressional review. RCA priorities will be the fight against soil erosion and the retention of prime and unique farmland for agriculture. The second priority, however, is not addressed in detail. Lett said USDA is following up on the findings of the National Agricultural Lands Study in separate action.

The Ag Department has also formulated three plans to meet its priority concerns. The first plan calls for a continuation of current program trends. However, Lett said, he feels this is the least favorable alternative.

Plan two stipulates a redirection of programs toward the solution of several pressing resource problems. Lett said more help would be given to farmers and ranchers on an individual basis and an increased portion of available funds would be targeted to areas with critical rates of soil erosion and upstream flooding. This plan is advantageous in projected costs due to a probable increase in voluntary participation by land users and cost-efficient emphasis, Lett explained.

The third alternative is an extension of plan two, said Lett, with an increased role for local people and state government. Local input in

the major advantage of this plan, he feels, due to the "new impetus" which would be generated into the 40-year-old soil conservation programs of USDA.

In summary, Lett observed that soil conservation "should not be viewed as a federal program. It's everybody's program, everybody's concern—including those who produce our food and fiber and those who consume it."

Following their prepared remarks, the panelists were asked who should foot the bill for future conservation efforts. Swan replied that the portion of grazing fees once over-marked for range improvement (50%) has been abused. He felt most of the funds for that purpose should come from the private sector, with the grazing fees monies included.

Governor Evans, in a widely differing opinion, said programs will suffer (under current economic conditions) if the federal government turns them over to the states. However, he conceded that appears to be the growing trend.

Lett defended that trend by stating the administration believes state and local officials can adequately maintain those programs that may be placed under their control. He also indicated a favorable attitude for such action exists in the Capitol.

Jerry Smith Quarter Horses NEAR DISPERSAL

WITH GUEST CONSIGNOR TOM COLLIER

AT THE RANCH...
COLORADO SPRINGS, COLORADO
SALE: 6:00 P.M. • PREVIEW: 4:30 P.M.
SEPTEMBER 4, 1981

SELLING:
APPROXIMATELY
45 HEAD

ANITA DUDE
AQHA Superior Heiler Horse

EVENING EASE
AQHA Superior Western Pleasure Horse

1977 mare
Sired by Nicky Skiff out of Barella Bar. AQHA Superior Heiler Pleasure horse with 62 points. Grand Champion and owner of 7 Heiler points.

DIAMOND GOLD DUST
1978 gelding
By Mr. Diamond Dust out of San Ramon. Two shows, 2 Points at Heiler on a yearling.

1979 mare
By Mr. Diamond Dust, 19 Heiler points and out of Show ROM Chink's Charm. First out, Pitt place at Longmont, Colorado.

CLASSIC CHARM
Grand Champion at Heiler with 3 Adult Heiler, 4 Adult Western Pleasure and 3 Youth Heiler points.

1977 gelding
Sired by Nicky Skiff out of Chink's Charm. Easier of 3 Adult Heiler, 3 Youth Heiler and 4 Adult Western Pleasure points. Grand Champion in April at Longmont.

DIAMONIQUE
1979 mare
By Mr. Diamond Dust, 19 Heiler points and out of Show ROM Chink's Charm. First out, Pitt place at Longmont, Colorado.

1979 mare
By Mr. Diamond Dust, 19 Heiler points and out of Show ROM Chink's Charm. First out, Pitt place at Longmont, Colorado.

1974 mare
Sired by Blonday's Duke out of Gary's Sandy. AQHA Superior Heiler Pleasure horse with 63 points. 11 Grand and 8 Reserve. 15 Youth Heiler and 3 Youth Showmanship points.

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Managed by:
DEAN H. PARKER — THANE E. LANCASTER and ASSOCIATES

Market Roundup:

Packer and feeders play market pinball

CATTLE FEEDERS AND BEEF packers began the week in a standoff. Feeders were intent on trading cattle at steady prices compared with last week, while dressed beef prices dropped \$2 per cwt. at midday Monday, prompting packers to reduce bids.

Prices dropped to \$103 on all weights of choice, YG-3 steer carcasses last Monday and closed steady Tuesday, according to the National Provisioner. Dressed beef prices had been supported by packer-to-packer trading Thursday and Friday. The resulting buildup of beef supplies could not be absorbed by retail demand and prices moved lower on Monday.

Accustomed to the recent pattern of a break in dressed beef prices early in the week and price improvement later in the week, many cattle feeders were content to wait to trade cattle. Some cattle feeders expect dressed beef prices will rebound and fed cattle prices will equal those of last week.

One major difference this week compared with last is that a major western packing plant, which had been closed for more than a week because of contaminated water, has been reopened and is running at full capacity. This is adding to daily cattle slaughter figures.

Tuesday's fedders inspected cattle slaughter estimated at 127,000 head according to the USDA, astounded many market watchers, reported market sources. Besides the additional plant being back in operation, the increase in this week's kill is also a result of the large trade volume of two weeks ago. For the week, daily slaughter has averaged 124,500 head, up 5.5% last week.

Boxed beef demand and trade volume was termed as fair by beef packers and brokers and pipeline supplies were considered to be cleaned up. However as one meat broker said, another 127,000 head kill and there could be problems.

ARIZONA SLAUGHTER STEERS mixed good and choice 2-3 1000-1025 lb. \$67; good with end choice 2-3 900-1125 lb. \$65-67; mostly good 2-3 1000-1200 lb. \$65-66; Holsteins \$62-62.50. Heifers mixed good and choice 2-3 900-950 lb. \$63; mostly good 2-3 925-950 lb. heiferettes \$62.50. Southern California slaughter steers mixed good and choice 2-3 1000-1025 lb. \$67-67.50; good with end choice 2-3 925-1050 lb. \$65.50; 1075-1125 lb. \$65.50-67; Holsteins \$62-63. Halfbreed mixed good and choice 2-3 925 lb. \$63.50-64. Colorado slaughter steers good to mostly choice \$3's 1075-1200 lb. \$66-67; Holsteins \$69.75. Heifers good to mostly choice \$3's 950-1025 lb. \$63.50-65. Idaho slaughter steers good to mostly choice 2-3 1100-1250 lb. \$65-67. Heifers good to mostly choice 2-3 900-1050 lb. \$63-64.

EASTERN KANSAS SLAUGHTER steers choice 2-4 1025-1175 lb. \$66-66.75; choice with end good 1075-1150 lb. \$65.50-66. Heifers choice 2-4 900-1000 lb. \$63.50-64.25; \$80-90 lb. \$63; choice with end good 925-975 lb. \$63-63.50; mixed good and choice \$61.50-62. Western Kansas slaughter steers choice 2-4 1000-1250 lb. \$65.75-67; choice with end good \$66-68.50. Heifers choice 2-4 890-1000 lb. \$63.50-64.50; choice with end good 925-1025 lb. \$63-63.50; choice with commercial heifers and heiferettes 960 lb. \$63; few commercial to choice 1050-1125 lb. \$65.50-69. Montana slaughter steers choice 2-4 1150-1200 lb. \$66-65.50; good to mostly choice 2-3 1075-1150 lb. \$63.50-64.50. Heifers choice 2-4 1000-1025 lb. \$62.50-66; good to mostly choice 2-3 \$61-62.50.

SOUTHERN SAN JOAQUIN, NEVADA slaughter steers choice 2-4 1000-1150 lb. \$65-66; mixed good and choice 2-3 1000-1150 lb. \$64.50-65; Holsteins good and choice 2-3 1050-1100 lb. \$66; standard and good 1-2 1300 lb. \$59.50. Heifers choice \$3's 1020 lb. \$65; choice 2-4 960-1050 lb. \$63-64; good and choice 2-4 1000-1100 lb. \$61-62; mostly good 2-6 1025 lb. heiferettes \$55. San Angelo slaughter steers mixed good and choice 2-3 925-950 lb. \$64-64.50. Northern San Joaquin slaughter steers mixed good and choice 2-4 1075-1125 lb. \$65. Heifers mostly choice and mixed good 2-4 925-1000 lb. \$63-63.50. Texas, western Oklahoma good and mostly choice 2-3 1050-1150 lb. \$66.25-67.50; mixed good and choice 2-3 950-1025 lb. \$64.75-65; Holsteins \$61-64. Heifers choice 2-3 875-1000 lb. \$64-64.50; mixed good and choice 2-3 900-975 lb. \$63-63.50 including heiferettes.

UTAH SLAUGHTER STEERS good to mostly choice 2-3 1080-1200 lb. \$65-66; mixed good and choice 1150 lb. \$64; Holsteins \$58-61.50. Heifers good to mostly choice 2-3 950-1000 lb. \$66-64. Washington, Oregon slaughter steers good to mostly choice 2-4 1050-1200 lb. \$66-67.25. Heifers good to mostly choice 2-3 900-1150 lb. \$63.50-66.75. Wyoming, western Nebraska, southwestern South Dakota slaughter steers choice 2-3 1000-1200 lb. \$66-67. Heifers good to mostly choice 2-3 950-1250 lb. \$65.50-64.50; good and choice heiferettes 2-4 1250 lb. \$59.25.

SAN ANGELO SLAUGHTER LAMBS choice and prime 90 lb. ethorn with #2 pelts \$61.40; choice 90-100 lb. \$58-60. Ewes good \$21-23; utility \$16-21; cull and few utility \$13-16. Spring feeder lambs choice and fancy 80-85 lb. \$52-56; 80-85 lb. \$56-57; 45-80 lb. \$52-56.

GIORG FALLS FEEDER PIGS US 1-2 20-30 lb. \$21-29; 30-40 lb. \$23-34; 40-50 lb. \$25-39; 50-60 lb. \$28-44; 60-70 lb. \$28-50; 70-80 lb. \$28-50.

CENTRAL AUCTION ROUNDUP

(Reports as quoted by markets)

AMARILLO LIVESTOCK AUCTION

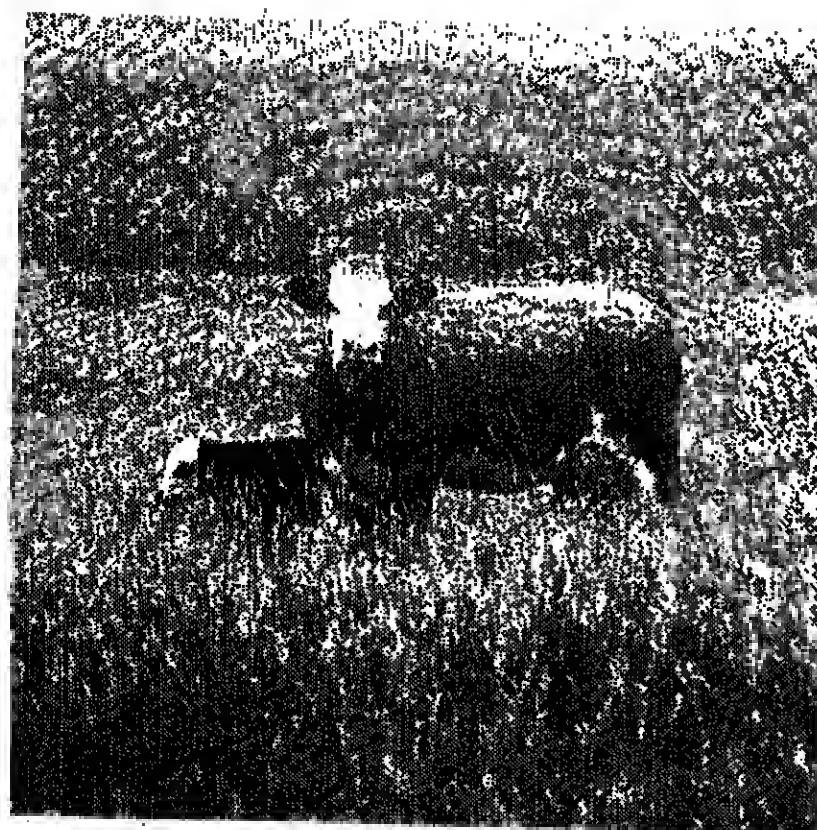
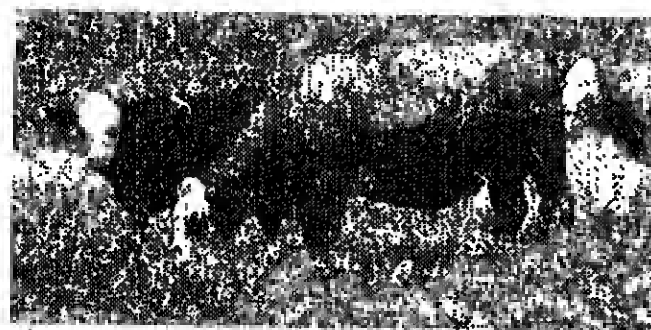
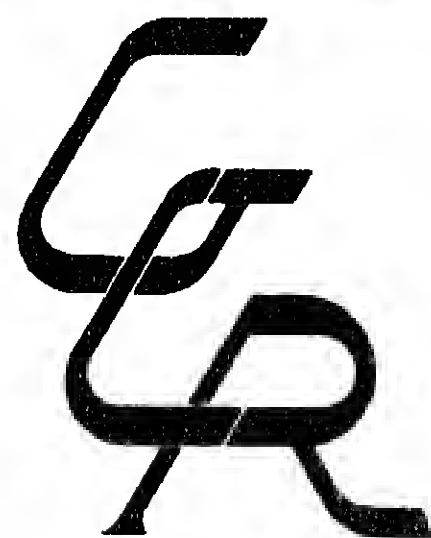
Amarillo, Texas

4,230 head received: Feeder steers, md. frame 1 200-300 lb. \$73-74.50; 300-400 lb. \$71-73; 400-500 lb. \$66-68.50; 500-600 lb. \$63-67.75; 600-700 lb. \$62-65; 700-800 lb. \$62-63.75. Md. frame 1-2 400-500 lb. \$63-66; 500-600 lb. \$59-64.75; 600-800 lb. \$59-64. Feeder heifers, md. frame 1 300-400 lb. \$58-60; 400-500 lb. \$55-75.50; 500-600 lb. \$55-75.25; 600-800 lb. \$58-57.60. Slaughter cows, ut. and comm. 2-4 42-45; high dressing \$48; canner and cutter 1-3 \$36-50-42.

TEXHOMA LIVESTOCK COMMISSION CO., INC.

Texhoma, Okla., Aug. 8

2,448 head received: Feeder steers, md. frame 1 200-300 lb. \$62-50-53; 300-400 lb. \$62-50; 400-500 lb. \$62-50; 500-600 lb. \$62-50; 600-700 lb. \$62-50; 700-800 lb. \$62-50; 800-900 lb. \$62-50; 900-1000 lb. \$62-50; 1000-1100 lb. \$62-50; 1100-1200 lb. \$62-50; 1200-1300 lb. \$62-50; 1300-1400 lb. \$62-50; 1400-1500 lb. \$62-50; 1500-1600 lb. \$62-50; 1600-1700 lb. \$62-50; 1700-1800 lb. \$62-50; 1800-1900 lb. \$62-50; 1900-2000 lb. \$62-50; 2000-2100 lb. \$62-50; 2100-2200 lb. \$62-50; 2200-2300 lb. \$62-50; 2300-2400 lb. \$62-50; 2400-2500 lb. \$62-50; 2500-2600 lb. \$62-50; 2600-2700 lb. \$62-50; 2700-2800 lb. \$62-50; 2800-2900 lb. \$62-50; 2900-3000 lb. \$62-50; 3000-3100 lb. \$62-50; 3100-3200 lb. \$62-50; 3200-3300 lb. \$62-50; 3300-3400 lb. \$62-50; 3400-3500 lb. \$62-50; 3500-3600 lb. \$62-50; 3600-3700 lb. \$62-50; 3700-3800 lb. \$62-50; 3800-3900 lb. \$62-50; 3900-4000 lb. \$62-50; 4000-4100 lb. \$62-50; 4100-4200 lb. \$62-50; 4200-4300 lb. \$62-50; 4300-4400 lb. \$62-50; 4400-4500 lb. \$62-50; 4500-4600 lb. \$62-50; 4600-4700 lb. \$62-50; 4700-4800 lb. \$62-50; 4800-4900 lb. \$62-50; 4900-5000 lb. \$62-50; 5000-5100 lb. \$62-50; 5100-5200 lb. \$62-50; 5200-5300 lb. \$62-50; 5300-5400 lb. \$62-50; 5400-5500 lb. \$62-50; 5500-5600 lb. \$62-50; 5600-5700 lb. \$62-50; 5700-5800 lb. \$62-50; 5800-5900 lb. \$62-50; 5900-6000 lb. \$62-50; 6000-6100 lb. \$62-50; 6100-6200 lb. \$62-50; 6200-6300 lb. \$62-50; 6300-6400 lb. \$62-50; 6400-6500 lb. \$62-50; 6500-6600 lb. \$62-50; 6600-6700 lb. \$62-50; 6700-6800 lb. \$62-50; 6800-6900 lb. \$62-50; 6900-7000 lb. \$62-50; 7000-7100 lb. \$62-50; 7100-7200 lb. \$62-50; 7200-7300 lb. \$62-50; 7300-7400 lb. \$62-50; 7400-7500 lb. \$62-50; 7500-7600 lb. \$62-50; 7600-7700 lb. \$62-50; 7700-7800 lb. \$62-50; 7800-7900 lb. \$62-50; 7900-8000 lb. \$62-50; 8000-8100 lb. \$62-50; 8100-8200 lb. \$62-50; 8200-8300 lb. \$62-50; 8300-8400 lb. \$62-50; 8400-8500 lb. \$62-50; 8500-8600 lb. \$62-50; 8600-8700 lb. \$62-50; 8700-8800 lb. \$62-50; 8800-8900 lb. \$62-50; 8900-9000 lb. \$62-50; 9000-9100 lb. \$62-50; 9100-9200 lb. \$62-50; 9200-9300 lb. \$62-50; 9300-9400 lb. \$62-50; 9400-9500 lb. \$62-50; 9500-9600 lb. \$62-50; 9600-9700 lb. \$62-50; 9700-9800 lb. \$62-50; 9800-9900 lb. \$62-50; 9900-10000 lb. \$62-50; 10000-10100 lb. \$62-50; 10100-10200 lb. \$62-50; 10200-10300 lb. \$62-50; 10300-10400 lb. \$62-50; 10400-10500 lb. \$62-50; 10500-10600 lb. \$62-50; 10600-10700 lb. \$62-50; 10700-10800 lb. \$62-50; 10800-10900 lb. \$62-50; 10900-11000 lb. \$62-50; 11000-11100 lb. \$62-50; 11100-11200 lb. \$62-50; 11200-11300 lb. \$62-50; 11300-11400 lb. \$62-50; 11400-11500 lb. \$62-50; 11500-11600 lb. \$62-50; 11600-11700 lb. \$62-50; 11700-11800 lb. \$62-50; 11800-11900 lb. \$62-50; 11900-12000 lb. \$62-50; 12000-12100 lb. \$62-50; 12100-12200 lb. \$62-50; 12200-12300 lb. \$62-50; 12300-12400 lb. \$62-50; 12400-12500 lb. \$62-50; 12500-12600 lb. \$62-50; 12600-12700 lb. \$62-50; 12700-12800 lb. \$62-50; 12800-12900 lb. \$62-50; 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20900-21000 lb. \$62-50; 21000-21100 lb. \$62-50; 21100-21200 lb. \$62-50; 21200-21300 lb. \$62-50; 21300-21400 lb. \$62-50; 21400-21500 lb. \$62-50; 21500-21600 lb. \$62-50; 21600-21700 lb. \$62-50; 21700-21800 lb. \$62-50; 21800-21900 lb. \$62-50; 21900-22000 lb. \$62-50; 22000-22100 lb. \$62-50; 22100-22200 lb. \$62-50; 22200-22300 lb. \$62-50; 22300-22400 lb. \$62-50; 22400-22500 lb. \$62-50; 22500-22600 lb. \$62-50; 22600-22700 lb. \$62-50; 22700-22800 lb. \$62-50; 22800-22900 lb. \$62-50; 22900-23000 lb. \$62-50; 23000-23100 lb. \$62-50; 23100-23200 lb. \$62-50; 23200-23300 lb. \$62-50; 23300-23400 lb. \$62-50; 23400-23500 lb. \$62-50; 23500-23600 lb. \$62-50; 23600-23700 lb. \$62-50; 23700-23800 lb. \$62-50; 23800-23900 lb. \$62-50; 23900-24000 lb. \$62-50; 24000-24100 lb. \$62-50; 24100-24200 lb. \$62-50; 24200-24300 lb. \$62-50; 24300-24400 lb. \$62-50; 24400-24500 lb. \$62-50; 24500-24600 lb. \$62-50; 24600-24700 lb. \$62-50; 24700-24800 lb. \$62-50; 24800-24900 lb. \$62-50; 24900-25000 lb. \$62-50; 25000-25100 lb. \$62-50; 25



Purebred Simmental Total Dispersal Sale

Georges Creek Ranch

over **350** lots

Sat. Aug. 29, 1981

Sale: 11:00 am

Lunch will be served at 10:00 am

The complete purebred herd representing more than ten years of programmed genetics and selection will sell in its entirety — pairs, three-in-one packages, heavy springers, bred and open heifers. This offering includes the entire Georges Creek Ranch purebred polled unit. To accommodate our expanded fullblood operation, our purebred herd must be dispersed.

The complete Texas Imports Polled Purebred Unit will sell.

Nothing will be held back!

This herd features the bloodlines of these top ASA trait leaders: Signal, Achilles, Galant, Extra, and others.

Sale headquarters will be at the downtown Fort Worth Hilton Inn, I-30 and Commerce Street. (817) 335-7000.

You are invited to a pre-sale reception on Friday, August 28, 7 p.m., at the Hilton. Call or write Georges Creek Ranch for hotel reservations, catalogs, and/or transportation arrangements.

Auctioneers: Merrill Anderson
Joe Mitcham

Managed by:

**CONTINENTAL
SALES**

Box 565 • Cleburne, Texas 76031 • 817/641-3510 • 817/576-2072

Free Delivery

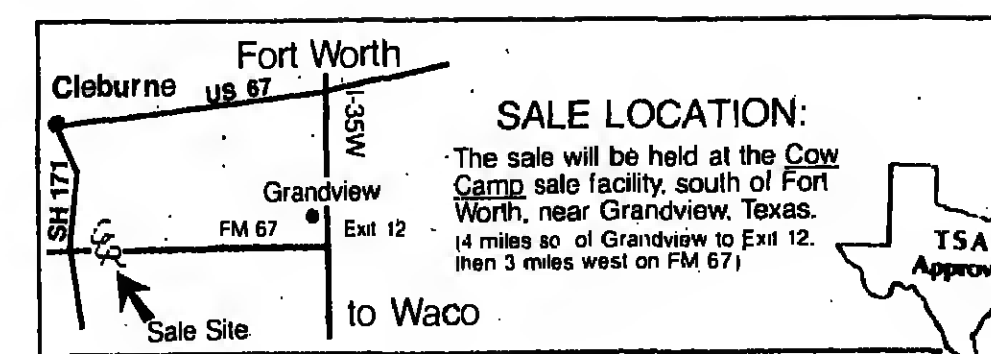
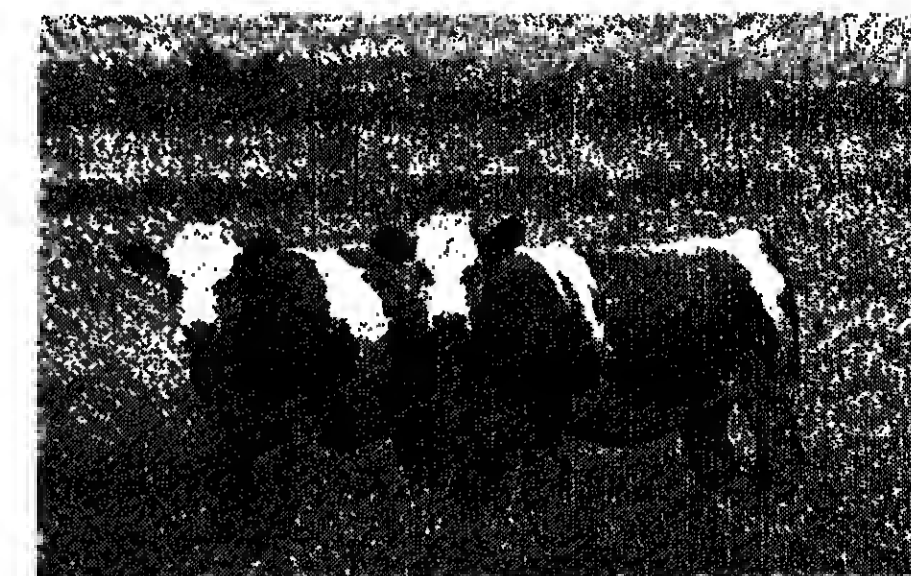
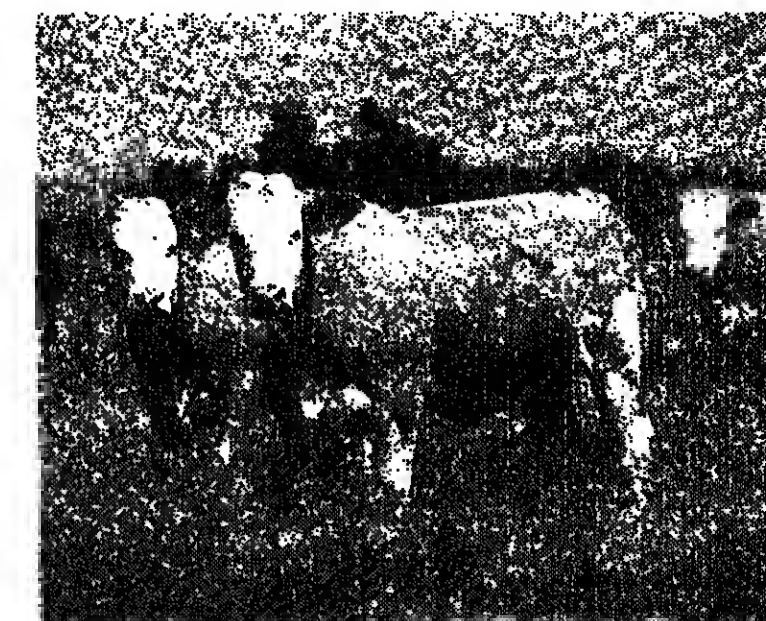
on volume purchases throughout the continental United States or nearest port of entry.



PREDICTABILITY: The Result of Programmed Genetics

GEORGES CREEK RANCH
P.O. Box 55
CLEBURNE, TEXAS 76031

817/641-9261 or 645-3982



CLASSIFIED CORRAL

... SHORT CUT TO PROFITS

ADVERTISING RATES
BY THE WORD: 65 cents per insertion with a 10% discount if ad is ordered for 3 times; 15% discount if ad is ordered for 6 times; 20% discount if ad is ordered for 12 times. Counters on word count, abbreviations, whole number and phone numbers, hyphenated words and two minimum charge of \$7.70.

BY THE LINE: \$23.00 per column inch per insertion with a 10% discount if ad is ordered for 3 times; 15% discount if ad is ordered for 6 times; 20% discount if ad is ordered for 12 times.

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CONDITIONS: BLACK AND WHITE ads only. No photographs or drawings.

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WESTERN LIVESTOCK JOURNAL

Barbara Weyland - Ext. 47
Classified Ad Mgr.

4th Floor
Livestock Exchange Bldg.
Denver, CO 80216

PHONE: 353-9623-2808

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- 3V Exotic Stones
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- 3Y Exotic Animals
- 3Z Exotic Humans

EMPLOYMENT WANTED

COWBOYS: Feedlot range operation. Handle all the practical work. 9 years cowboys last job. Reliable references. Raymond McLaughlin, Box 209, Paisley, OR 97459. Phone: 503/943-3180.

DEPENDABLE, MATURE cattle raiser. New Mexico, Colorado or Wyoming. Lifetime experience. Will work. Excellent references. Write Ad Dept. 607 c/o WLJ.

COWMAN: Desires position as cow/calf ranch. 11 years experience. Know mountain and high desert range. Insensitive, pregnancy check, practical vet, keep records. Looking for permanent work in Rocky Mountain states. Write Ad Dept. 608 c/o WLJ.

HELP WANTED

STEADY, EXPERIENCED man. General working position on horse/range operation. Good horse plus salary. 2R Herald Ranch, P.O. Box O, Santa Rosa, NM 88435. 505/472-1411.

WORKING MANAGER for absentee owner. Must be experienced in all phases of cattle operations. Remote area, must be progressive and able to perform. Excellent opportunity for the right person. Write Ad Dept. 612 c/o WLJ.

HERDSMAN for small purebred herd. Oversees irrigation, feeding, general working position on horse/range operation. Excellent references. House and utilities furnished. Please send resumes to: 658 Ranch, Rt. 7, Box 7186, Nampa, ID 83651.

MANAGEMENT TRAINER for agri-business company engaged in cattle leading. Call: Judd McLaughlin, 402/597-2600 or send resume to: Cockey Cattle Co., 10050 Regency Circle, Omaha, NE 68114.

YOUNG FAMILIAR MAN for small, 233 acre ranch. About 100 head cattle, 8 horses, 3 acres fruit trees. Well located, beautiful view. About 1 hour from Los Angeles. 4 seasons. Nice living quarters. Will sell the individual, seeking permanent position. Salary open. Call: 213/937-4833.

AGGRESSIVE WORKING ranch manager for 1,100 head, central Nevada, cow/calf operation. Looking for man current with modern livestock and farming practices. Understand range cattle. Only hardworking, self-starter with ability to handle all phases of the operation. Send resume to: Box 40, Eureka, NV 89316. 702/237-5289.

OREGON RANCH seeks responsible person with current experience. Capable of handling cow/calf, yearling, horse and thoroughbred operation. Experienced in training, irrigation and maintenance a must. Compensation is commensurate with experience. Resumes and references required. 503/947-4514. Write to: Box 2420, Lakeview, OR 97630.

RELIABLE MAN or couple (no school age children) for year-round ranch/term work. Trailer furnished. No medical insurance. Plus profit sharing with all employees. Remote location (22 miles from town). Present employees have been with us 2-3 years but we are growing and need more people. Send references or call: Dean Peterson, 910/111-1111. Ben Ranch, 2300 South 3700 West, Salt Lake City, UT 84119. 801/224-2424.

EMPLOYMENT WANTED

EXPERIENCED RANCH hand, married, reliable, will assume responsibility. 408/789-2715.

COUPLE EXPERIENCED in all ranch work. References. Muguavero, 5615 Oranille Reel, Scottsdale, AZ 85253.

Word really FLIES when you advertise in Western Livestock Journal

RANCH MANAGER available. Ranch for myself until 1977 in California and Florida. Manage this Oklahoma ranch since February, 1979. Increase crop production, saving percentage and yearling weights. 518/462-6719 or 482-5771.

LIFETIME experience. Seeking permanent employment, manager, assistant manager or foreman. Experienced with livestock, irrigation, machinery and breeding. Resumes and top references including present employer. Mr. J. C. McLaughlin, 503/943-3180.

EXPERIENCED, MARRIED ranch man, 30+ children, seeking farm job on cow/calf or yearling ranch. Any location considered, especially western states. Nevada, etc. Can handle all necessary. 505/863-1831, morning and evenings.

RANCH MANAGER/foreman 22+ years position with well established horse/cattle ranch. Dependable, honest and able to assume responsibility. Life time experience and degree in Animal Science. Good prospect for advancement. Write: 2300 South 3700 West, Salt Lake City, UT 84119. 801/224-2424.

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GOATS and SHEEP

FOR SALE: 15, registered Suffolk Ewe lambs, 12, registered Ewes, yearlings to 3-year-olds. Karia Welsch, 3775 Lawrence Lane, Fallon, NV 89409. 702/423-2078.

REGISTERED BRAHMAN cattle and sheep. Will accept cash. Canyon Ranch, Glada Park, CO 81523. 303/245-4636; 243-0780.

TOP REGISTERED REPLACEMENT HEREFORDS

30, Brad cows with or without calves, 20 head of brood, yearling heifers. Brooding 11 Salkirk, industry top bloodline. Priced to sell. Phone: 408/286-3369.

DISPERSED SALE: 93 bred, black and red Hereford and Angus cattle. All with second calf at side. Brucellosis vaccinated. Phone: 209/935-2425.

REGISTERED ANGUS bulls, replacements, heifers, cow pairs. Excellent bloodlines. Angus Ranch, Santa Maria, California. 805/922-2211.

OUTSTANDING GELBIEH: 15, bred, purebred females, 3 open purebred females, 1, polled bull. For information, call: 209/382-0320.

REGISTERED RED ANGUS Cows, heifers and bulls. Phone: 303/888-3659.

25 ANGUS PAIRS, 25 whiteface pairs. These cows are young with good calves at side. Oran McCord, Portland, Oregon. Phone: 209/781-1190.

BULLS

SANTA GERTRUDIS Sell at less. Pasture raised. Southern California hills. Call: 213/691-2841; 213/422-5878.

100, YOUNG, HEREFORD and black and red. Coming 3rd calf. Pregnancy tested to start calving September 15th. 209/87-4251. Schene Livestock Company.

70 OPEN REPLACEMENT heifers coming 2's, Black and Red Angus crosses, being selected. LeMacco Ranch, Gonzales, California. Phone: 408/975-3941.

BRAHMAN BULLS Yearlings and 2-year-olds. Our bulls will sire the good, F1, fast growing calves. Origin in the west. AVON DAVIS, 13970 Ave. 25, Chowchilla, CA 93610. 209/585-2273.

BULLS AND HEIFERS Range ready, performance tested bulls and percentage to pure bred foundation heifers available. Schene Livestock Company. Phone: 213/691-2841 or 213/422-5878.

BRAHMAN CATTLE Registered bulls and cows. All ages, red and gray. Some Polled also. L Ber W, Land & Cattle Co., P.O. Box 839, Holtville, CA 95023. Phone: 408/837-6670. 209/722-5577. 408/837-0449. 503/882-1223.

LAND AUCTION 1,585 ACRES CHERRY CREEK, NEBRASKA IRRIGATED CORN, SUB-IRRIGATED MEADOW, PASTURE LAND MONDAY, AUGUST 21, 1981 2:00 P.M.

SALE SITE: Aneworth, Nebraska, City Hall. LOCATION OF PROPERTY: From Highway 20 at Woodbine, Nebraska, go 2 miles south and 7 1/2 miles east to the intersection of Highway 20 and Highway 10. DESCRIPTION OF LAND: There are currently 600 acres irrigated corn, 140 acres irrigated alfalfa, 80 acres irrigated alfalfa, 705 acres sub-irrigated meadow and 180 acres rolling hills pasture land. LAY OF LAND: Land lies level with exception of the 180 acres of rolling hills.

IRRIGATION EQUIPMENT: One, 1978 Rain cell 18 lower center pivot with 200 hp Neuman electric motor, three, 1978 Rain cell 10 lower center pivots with Alfa Chalmers #3700 diesel engines. IMPROVEMENTS: 3 bedroom, 14'x80' mobile home, 2 years old, 48'x76' steel building with concrete floor which can be used as machine shed or grain storage, 18'x18' steel shed, model #6350 deluxe continuous flow dryer, two, 3,700 bushel MFB grain bins, 2 wells with submersible pumps, 2 shock waffle with windmills, 3 stock wells, 3, 4 1/2 wire fencing. SPECIAL REMARKS: This property will carry 500 cows and calves under normal conditions.

TERMS: 10% of purchase price down day of sale with additional 15% of purchase price on or before January 1, 1982, balance to be paid over 20 year contract together with interest at the rate of 11% per annum. The entire purchase price balance will be due January 1, 1992. Buyer to have 30 days of paying off or any part of contract at the time without prepayment penalty.

POSSESSION: November 15, 1981, as late as 1981 crops.

Open & Cathy Vandervelde, Owners For Further Information or Brochure, Contact: TAYLOR & MARTIN, INC., REAL ESTATE, Box 544, Elkhorn, NE 68022. PHONE: 402/288-2092.

Evenings, call: Steve Crocker, 306/381-7037; Les Farris, Jr., 402/387-0378; Lynn Prueser, 402/238-2283.

FARMING & RANCHING HEADQUARTERS

Just Like a Country Store, Auction, Buy/Sell, Catalog, Bargain Counter & Trading Center All in One. It's a One-Stop-Shop. WLJ Classified CORRAL

EXOTIC ANIMALS

BUFFALO 100 Cows and calves for sale. Delivery. Located in southern Wyoming. Brucellosis tested. 505/819-666-3321.

THE TIME IS HERE TO GO MAD Find all the details regarding MAD on the Classified Corral's coupon.

125 REGISTERED HEREFORD FEMALES

Offering our entire fall calving herd to begin calving September 1st. Artfully culled, highly productive group of modern Herefords. Performance records available on each animal.

PETERSON BROS. HEREFORDS P.O. Box 308, Ogden, UT 84402. Phone: 801/731-2770.

125 REGISTERED HEREFORD FEMALES

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